

Date: June 26, 2026

To, National Stock Exchange of India Limited ("NSE") Listing Department Exchange Plaza, C-1 Block G, Bandra Kurla Complex Bandra [E], Mumbai – 400051	To, BSE Limited ("BSE") Listing Department Corporate Relationship Department Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai – 400001
NSE Scrip Symbol: AWFIS	BSE Scrip Code: 544181
ISIN: INE108V01019	ISIN: INE108V01019

Subject: Awfis Premiumisation Journey - Prestige Tech Park, Bengaluru

Dear Sir(s)/Madam(s),

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the presentation titled "Awfis Premiumisation Journey – Prestige Tech Park, Bengaluru" for your information and records.

The above information will also be available on the website of the Company at <https://www.awfis.com/investor-relations/initial-public-offer/compnayAnnouncement>.

We request you to kindly take this on your record.

Thanking You.

For Awfis Space Solutions Limited

Shweta Gupta
Company Secretary and Compliance Officer
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Qutab Institutional Area, New Delhi – 110016

Encl: as above

Corporate and Regd. Office

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CIN: L74999DL2014PLC274236





Awfis

Premiumisation Journey

PRESTIGE TECH PARK, BENGALURU

Understanding The Growing Demand Dynamics



“

And how we are addressing
it through our vast network presence

The Future Is Built On Accelerating Demand.



India is the world's GCC capital - and Elite is purpose-built for exactly this buyer.

635+
Bengaluru

285+
Delhi NCR

245+
Hyderabad

175+
Chennai

140+
Pune

105+
Mumbai

SOURCE: GCCX GLOBAL

Awfis Portfolio

250+

Centres pan-India the demand funnel for the whole ladder

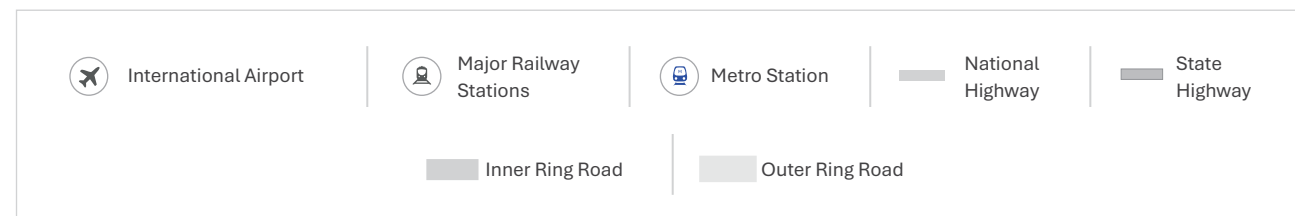
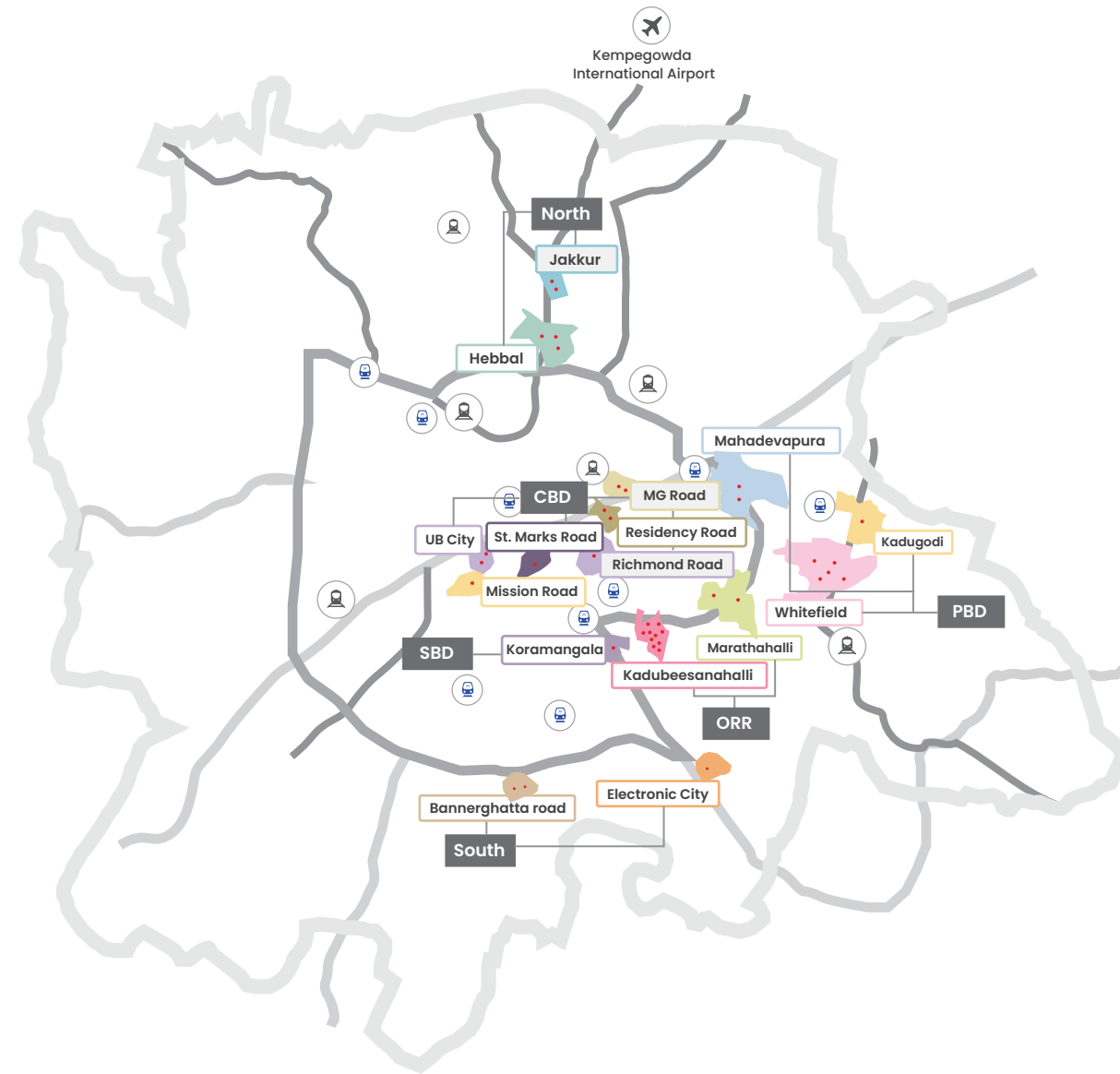
27

Awfis Gold centres lifting blended premium realisation

8+

Elite centres (Delhi & Mumbai in the pipeline) signaling disciplined expansion

Awfis Bengaluru Network



CBD

- MG Road - 2 Centers
- UB City - 2 Centers (1 Gold, 1 Awfis)
- Residency Road - 2 Centers
- Richmond Road - 1 Center
- St. Marks Road - 1 Center
- Mission Road - 1 Center

PBD

- Whitefield - 5 Centers (1 Elite, 1 Gold, 3 Awfis)
- Mahadevapura - 2 Centers

ORR

- Kadubeesanahalli - 10 centers (1 Gold, 1 Elite, 8 Awfis)
- Marathahalli - 2 centers

North

- Hebbal - 3 Centers (1 Elite, 2 Awfis)
- Jakkur - 2 Centers

South

- Bannerghatta Road - 2 Centers
- Electronic City - 1 Center

SBD

- Koramangala - 2 Centers

PBD - Peripheral Business District | CBD - Central Business District | SBD - Secondary Business District

The Centre Network

Market Dominance Across Key Micromarkets

Multiple formats, one micromarket, entire demand pool

Shared infrastructure = lower opex, higher margins

Lower vacancy risk and deeper wallet capture per client



Outer Ring Road, Bangalore

12

Centres

4.0

Lakh Sq. Ft.

Full format stack in one micro-market
Gold, Elite, Awfis 5.0, and MO

Serving SMEs to Fortune 500 anchors within the same catchment

Bandra Kurla Complex, Mumbai

5

Centres

2.5

Lakh Sq. Ft.

5 centres in India's most premium address serving BFSI, GCCs and startups

Clustering drives cost efficiency where real estate costs are highest



A Deep Dive into the Enterprise Customer Persona

Enterprises No Longer Choose Offices. They Choose Experiences.



The workspace became a strategic instrument , and the demand curve moved decisively up-market.

This shift is structural, not cyclical.

01

Attract talent

The office is now a recruiting and retention tool for scarce engineering talent.

02

Strengthen Culture

Physical space anchors belonging for distributed, hybrid teams.

03

Reflect Brand Ambition

The workplace signals global standards to people, clients and the parent.

04

Enable Collaboration

Purpose-built zones for focus and decisions not just desks.

And The Most Demanding Buyer Of All Is GCC

Global Capability Centres want far more than space. Their checklist is exactly what a commodity operator cannot deliver, which is why their demand flows to the premium end.

Enterprise-Grade & Compliant

ISO, WELL, LEED, BCP-readiness, non-negotiable for global standards.



Hospitality-Led Experience

Concierge, café, clubhouse, an environment employees value daily.

Bespoke, Brand-Integrated

Built-to-suit spaces that carry the parent company's identity.

Phased Scalability

Land at 50 FTEs, scale to 1,000+ without changing partner.

Single-Window Execution

Workspace, IT, mobility, F&B and engagement through one unit.



Pan-India, In The Right Micromarkets

Presence where global talent concentrates, with local market intel.

So, We built a ladder, Not a product.

Awfis can meet a client at any rung of demand, and move them up. Realisation, stickiness and customisation rise with every step.

awfis

Collaborative flex
in prime micromarkets

awfisgold

27 centres elevated,
prestige workspaces

elite
— by awfis —

8+ centres Enterprise
meets hospitality

transform
by awfis

Built-to-suit, SLA-
backed, multi-year

One Platform, Every Rung

Elite Where Enterprise Meets Hospitality.

The integrated top of the ladder – premium flex, managed office and bespoke build, wrapped in a hospitality experience. Where global teams anchor.



Concierge & Members' Club

Executive concierge that knows your schedule better than you do.



Elite Café

Chef-curated gourmet dining inside the workspace.



The Epicentre & Lounges

Clubhouse, podcast studio, knowledge sessions – beyond the desk.



Biophilic & WELL

Wellness-led design with sustainability as a founding principle.

8

Elite Centres

117K+

Sq. Ft. Occupied

WELL

Portfolio-Certified

Mumbai & Delhi

Coming Soon

Elite Enterprise Clients
Are Not A Richer Version
Of The Same Buyer,



They Are A Structurally
Different One.

STANDARD AWFIS MEMBER · FLEX / COWORKING	
WHO	SMEs Mid Corporates CEOs
BUYS	Subscription-based upgrades to better office spaces.
DECIDES ON	Efficiency and Cost
TENURE	Mid Tenure

Optimises for: VALUE

ELITE GCC DECISION-MAKER · COUNTRY HEAD / GLOBAL RE	
WHO	Country Head / Global Workplace Director at a Fortune 500 GCC
BUYS	Talent magnet, brand signal, compliance, phased scalability
DECIDES ON	Employee experience, BCP-readiness, single-window execution
TENURE	Multi-year · phased expansion (50 → 550 → 1,000+FTEs)

Optimises for: TALENT & RISK



The Client Evolution Journey

Premiumisation isn't sold, it's chosen.

Clients land small, prove the model, and trade up the ladder of their own accord.

LAND

Enter via premium flex at an Elite or Gold centre



PROVE

Single-window delivery; zero-disruption operations



EXPAND

Add FTEs, square footage and new cities



ANCHOR

Multi-year managed office + bespoke build

Global e-commerce leader

Entered via premium flex at Elite, then transitioned to phased built-to-suit with zero disruption.

~155 seats → 3678 FTEs within a year

Planned 2,000+ Ftes · Single-Window Across IT, Mobility, F&B

Global Pioneer in AI computing

Custom managed office delivered, then expanded in place as the team grew - without re-tendering.

110 → 360 FTEs within a year

Land-and-expand inside one managed-office relationship

Model Delivery

Projects Delivered Across Multiple Formats



Fast Track

- > A global leader in media monitoring, sought to establish a **boutique office in Hyderabad** that could accommodate **300+ FTEs**.
- > They started with a 100-seater space at Elite by Awfis, our uber-premium workspace offering.
- > Within 45 days, we delivered a built-to-suit managed office solution, seamlessly blending functionality with elegance while keeping their brand essence at the core.



Customization at Scale

- > Boutique office space in Bengaluru designed to accommodate 360+ FTEs for a leading AI and semiconductor company powering ultra-fast model training and inference.
- > Awfis delivered a **custom-built managed office** for 110 FTEs, which they **expanded to 360 FTEs within a year**
- > The project was successfully executed within **60 days**.



Complete Delivery System

- > Designed a 28,000 sq. ft. workspace for a workforce management technology company, centred on collaboration, technology, and a people-first culture.
- > Awfis brought this vision to life by delivering a professional, vibrant, and future-ready workplace aligned with the company's vision, culture, and commitment to employee well-being



Premiumisation isn't a price increase. It's a change in the relationship.

As a client moves up the ladder, four things shift in our favour, together they compound into structurally better, more durable economics.

Bespoke

Off-the-shelf seats give way to built-to-suit, brand-integrated space.

Multi-year

Month-to-month flex becomes contracted, lock-in tenure.

Outcome-led

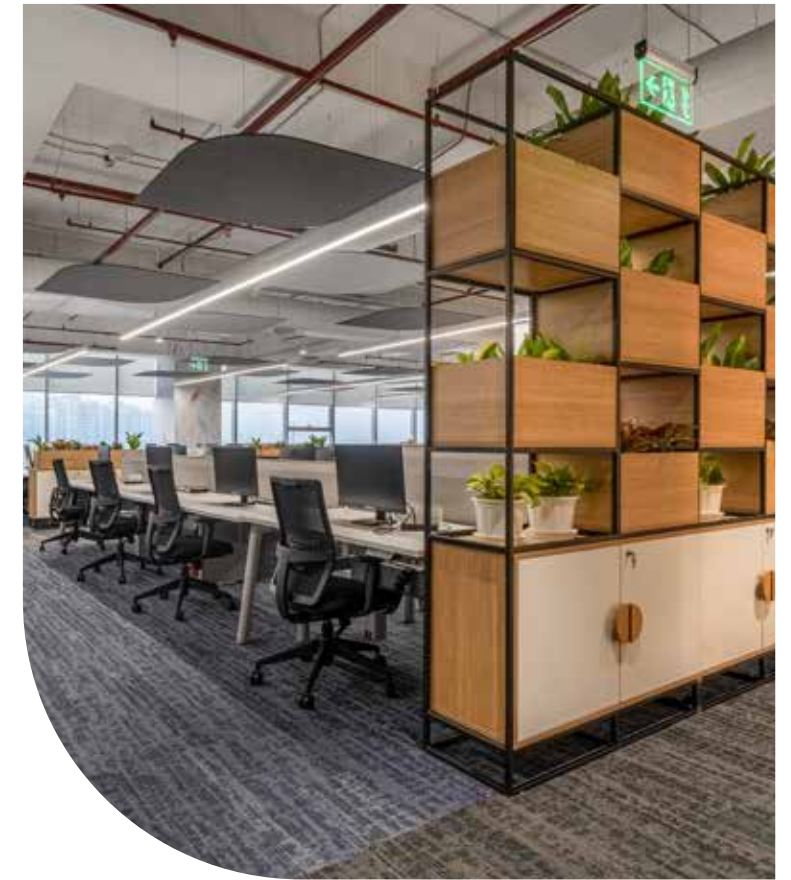
The buying question shifts from cost-per-seat to talent and brand.

Leadership-led

A quick sign-up becomes a committed, multi-year partnership.



Global E-Commerce Company



Leading B2B SaaS
Provider



American Healthcare
Software Company

Awards

Enterprise Awards



ET NOW REALTY
CONCLAVE AND AWARDS

Enterprise Workspace
Brand of the Year



INDIAS BEST DESIGN AWARDS
DESIGN INDIA SHOW

Indias Best Design
Project



FLEXICON INDIA
INFHRA

Best Managed Office Brand
Best Design Category

Brand Recognitions



INDIA REAL ESTATE
EXCELLENCE AWARDS- NORTH

2025 GROHE Hurun India
Excellence in Coworking Spaces
and Integrated Workspace Solutions



TIMES REALTY & INFRASTRUCTURE
CONCLAVE

Most Preferred
Coworking Spaces



REAL ESTATE
CONCLAVE

Best Coworking Brand
of the Year



ACE ALPHA AWARDS

Coworking Operator
of the Year



17TH REALTY+ CONCLAVE
& EXCELLENCE AWARDS

Best Coworking Space Design
Project- Elite by Awfis



REALTY PLUS CONCLAVE
EXCELLENCE AWARDS WEST

Enterprise Workspace
Brand of the year



RICS

Best Coworking Space Award
Project- Elite by Awfis



6TH REALTY + FLEXSPACES
EXCELLENCE AWARDS

Coworking Project of the Year
Project- OIC



Thank You